



Summary of Consolidated Financial Results
for the Third Quarter of the Fiscal Year Ending February 28, 2013
(Nine Months Ended November 30, 2012)

[Japanese GAAP]

December 28, 2012

Company name: POINT INC. Listing: TSE 1st section
 Stock code: 2685 URL: <http://www.point.co.jp>
 Representative: Michio Fukuda, Representative Director, Chairman & President
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 General Manager of Corporate Planning Department

Scheduled date of filing of Quarterly Report: January 11, 2013

Scheduled date of payment of dividend: -

Preparation of supplementary materials for quarterly financial results: Yes

Holding of quarterly financial results meeting: None

Note: The original disclosure in Japanese was released on December 28, 2012 at 15:30 (GMT +9).

(All amounts are rounded down to the nearest million yen)

1. Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending February 28, 2013
(March 1, 2012 – November 30, 2012)

(1) Consolidated results of operations (cumulative) (Percentages represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Nine months ended Nov. 30, 2012	85,092	4.2	7,259	(19.7)	7,412	(19.1)	4,222	(23.6)
Nine months ended Nov. 30, 2011	81,687	9.3	9,040	(21.2)	9,158	(21.1)	5,526	(13.7)

Note: Comprehensive income
 Nine months ended Nov. 30, 2012: 4,658 million yen (down 12.5 %)
 Nine months ended Nov. 30, 2011: 5,322 million yen (- %)

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended Nov. 30, 2012	182.26	-
Nine months ended Nov. 30, 2011	232.56	-

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of Nov. 30, 2012	62,733	37,082	58.8
As of Feb. 29, 2012	62,771	41,191	65.3

Reference: Shareholders' equity As of Nov. 30, 2012: 36,886 million yen As of Feb. 29, 2012: 40,969 million yen

2. Dividends

	Dividend per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended Feb. 29, 2012	-	50.00	-	70.00	120.00
Fiscal year ending Feb. 28, 2013	-	50.00	-		
Fiscal year ending Feb. 28, 2013 (forecast)				70.00	120.00

Note: Revision to the most recently announced dividend forecast: None

3. Consolidated Forecast for the Fiscal Year Ending February 28, 2013 (March 1, 2012 – February 28, 2013)

(Percentages represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	119,500	3.9	9,900	(19.9)	10,000	(20.1)	5,700	(16.0)	246.02

Note: Revision to the most recently announced consolidated forecast: Yes

*** Notes**

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in changes in scope of consolidation): Yes

Newly added: 3 (Singapore Point Pte. LTD, trinity Co.,Ltd., universite CO., LTD) Excluded: -

(2) Special accounting methods in the preparation of quarterly consolidated financial statements: None

(3) Changes in accounting policies and accounting-based estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards, others: None

2) Changes in accounting policies other than 1) above: None

3) Changes in accounting-based estimates: None

4) Restatements: None

(4) Number of outstanding shares (common stock)

1) Number of shares outstanding at end of period (including treasury stock)

As of Nov. 30, 2012: 24,400,000 shares As of Feb. 29, 2012: 24,400,000 shares

2) Number of shares of treasury stock at end of period

As of Nov. 30, 2012: 2,657,885 shares As of Feb. 29, 2012: 637,885 shares

3) Average number of shares outstanding during the period (cumulative)

Nine months ended Nov. 30, 2012: 23,169,150 shares Nine months ended Nov. 30, 2011: 23,762,115 shares

Note 1: Indication of quarterly review procedure implementation status

The current quarterly financial report is exempted from quarterly review procedures based on the Financial Instruments and Exchange Law. At the time of disclosure, the review procedures for the quarterly financial statements have not been completed.

Note 2: Cautionary statement with respect to forward-looking statements

Forward-looking statements in this report are based on currently available information and certain assumptions judged to be reasonable. Actual results may differ significantly from these forecasts for a number of factors. Please refer to the section "Qualitative information regarding consolidated forecast" on page 2 regarding preconditions or other related matters for the forecast shown above.

Reference: Summary of Non-consolidated Forecast

Non-consolidated Forecast for the Fiscal Year Ending February 28, 2013 (March 1, 2012 – February 28, 2013)

(Percentages represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	114,300	2.5	9,500	(18.9)	9,800	(18.4)	5,650	(13.8)	243.86

Note: Revision of non-consolidated forecast during the period: Yes

1. Qualitative Information Regarding Quarterly Consolidated Financial Performance

(1) Qualitative information regarding consolidated results of operations

In the first nine months of the current fiscal year (March 1, 2012 to November 30, 2012), the Japanese economy was somewhat firm because of domestic demand from the Great East Japan Earthquake reconstruction activities and other factors. However, capital investment and personal consumption were held back against the backdrop of sluggish overseas economies which were affected by the protracted debt crisis in Europe.

In the casual wear market, in which our group operates, conditions continued to be difficult due to poor weather and other external factors as the economic outlook remained uncertain.

In this environment, domestic existing-store sales were 97.1% of the same period of the previous fiscal year, and consolidated net sales increased 4.2%.

In Japan, among existing men's brands, sales of *HARE* and the men's line in *RAGEBLUE*, kept growing steadily. And two new brands, namely *BLISS POINT* and *REPIPI ARMARIO*, posted strong sales growth.

However, sales of *APART BY LAWRYS* decreased because of a reduction in the number of stores.

We continued to aggressively open new stores and close unprofitable ones in Japan: we opened 75 new stores, and closed 29, resulting in a domestic network of 813 stores at the end of the third quarter (including 38 e-commerce websites).

Overseas, seven stores were opened and three were closed in Taiwan, seven stores were opened and one was closed in Hong Kong, five stores were opened in China, and two stores were opened in Singapore. At the end of the third quarter, there were 31 stores in Taiwan, 23 in Hong Kong, 16 in China, and two in Singapore for a total of 72 overseas stores.

Regarding profits, even though production-related expenses were included in the cost of sales and there was some impact from the adoption of a stricter inventory valuation methodology, the gross profit margin was virtually unchanged at 60.2% (down 0.1 percentage point year-on-year).

Selling, general and administrative (SG&A) expenses increased 9.3% year-on-year. The increase was attributable primarily to higher personnel expenses in order to strengthen operations for achieving the goals of the TOP15 medium-term management plan and growth in depreciation expenses. SG&A-to-sales ratio rose 2.4 percentage points year-on-year to 51.6%, and the operating income margin declined 2.6 percentage points to 8.5%.

We booked a gain on sales of noncurrent assets of 18 million yen as an extraordinary gain and there were extraordinary losses of 91 million yen because of impairment losses at 13 stores totaling 78 million yen and investment security valuation losses of 13 million yen.

As a result, consolidated net sales in the first nine months increased 4.2% year-on-year to 85,092 million yen, operating income decreased 19.7% to 7,259 million yen, ordinary income decreased 19.1% to 7,412 million yen, and net income decreased 23.6% to 4,222 million yen.

(2) Qualitative information regarding consolidated financial position

Total assets decreased 37 million yen from as of February 29, 2012 to 62,733 million yen as of November 30, 2012. This was mainly due to a decrease in short-term investment securities (commercial papers and treasury discounted bills) of 12,998 million yen in spite of increases in accounts receivable-trade of 4,518 million yen, inventories of 3,833 million yen, and total noncurrent assets of 4,656 million yen.

Liabilities increased 4,072 million yen to 25,651 million yen. This was mainly due to an increase in accounts payable-other of 2,941 million yen.

Net assets decreased 4,109 million yen to 37,082 million yen. This was mainly due to the treasury stock purchases of 5,947 million yen.

(3) Qualitative information regarding consolidated forecast

We have reviewed the current performance trends, and have revised full-year consolidated forecasts for the fiscal year ending on February 28, 2013 that were announced on April 4, 2012. For details, please refer to the announcement regarding revision of consolidated forecast (Japanese version only) announced on December 28, 2012.